

Message Text

CONFIDENTIAL

PAGE 01 ROME 08142 041622Z
ACTION EUR-12

INFO OCT-01 ISO-00 CIAE-00 PM-05 INR-10 L-03 ACDA-12
NSAE-00 PA-01 SS-15 SP-02 ICA-11 TRSE-00 /072 W
-----019048 041633Z /75

O P 041545Z MAY 78
FM AMEMBASSY ROME
TO SECDEF WASHDC IMMEDIATE
INFO SECSTATE WASHDC PRIORITY 2513
USMISSION USNATO PRIORITY

C O N F I D E N T I A L ROME 8142

SECDEF FOR OASD/ISA FOR GEN. BOWMAN

E.O. 11652: GDS
TAGS: NATO AWACS IT
SUBJECT: AWACS

REF: TELCON SILVA/BOWMAN MAY 3

1. POL/MIL COUNSELOR MET WITH MOD SECRETARY GENERAL MOIZO
MORNING MAY 4 AND SUBSEQUENTLY HAD FURTHER DISCUSSION WITH
MOIZO AND WITH VICE CHIEF OF CABINET BRIG. GEN. D(AMBROSIO).

2. ALTHOUGH MOIZO INITIALLY SUGGESTED UTILITY OF A VISIT HERE
BY GENERAL BOWMAN, FOLLOWING A MEETING WITH DEFMIN RUFFINI
IT WAS DECIDED IT WOULD BE MORE PRODUCTIVE AT THIS STAGE FOR
MOIZO AND D'AMBROSIO TO COME TO WASHINGTON FOR DISCUSSIONS,
WITH A POSSIBLE FOLLOW-UP VISIT OF GENERAL BOWMAN TO ROME
NEXT WEEK. MOIZO AND D'AMBROSIO EXPECT TO LEAVE ROME FRIDAY,
MAY 5, AND WOULD BE AVAILABLE TO MEET WITH GENERAL BOWMAN
AND OTHER APPROPRIATE U.S. OFFICIALS EITHER SATURDAY (IF
THAT CAN BE ARRANGED) OR MONDAY MORNING. WE EXPECT
DETAILS WILL BE HANDLED THROUGH ITALIAN DEFENSE ATTACHE
BUTTELLI IN WASHINGTON.

CONFIDENTIAL

CONFIDENTIAL

PAGE 02 ROME 08142 041622Z

3. ACCORDING TO MOIZO, THERE REMAINS VAGE MISUNDER-
STANDING BETWEEN MINISTER RUFFINI AND SECRETARY BROWN
WHICH CAN PERHAPS BE CLEARED UP IN DISCUSSIONS WITH
BOWMAN. MOREOVER, MOIZO HOPES THAT BOWMAN CAN PROVIDE
PRECISE PAYMENTS DATA (READ "THE GUARANTEE") AND CAN
DISCUSS "COMPENSATION." P/M COUNSELOR AGAIN REMINDED
MOIZO OF IMPROPRIETY OF COMPENSATION LINKAGES WITH AWACS.

MOIZO SUGGESTED THERE MIGHT BE AREAS IN WHICH U.S. COULD MAKE PURCHASES IN ITALY (MUNITIONS) OR ACTIVELY PARTICIPATE IN (READ "FINANCE") R&D PROGRAMS (HELICOPTERS) THAT COULD BE SEEN BY MEMBERS OF THE GOVERNMENT AS A KIND OF COMPENSATION WITHOUT MAKING AN AGREEMENT EXPLICITLY REFERRING TO AWACS. P/M COUNSELOR REMARKED THAT THE KINDS OF PROGRAMS MOIZO WAS TALKING ABOUT ARE PROBABLY LEGITIMATE CANDIDATES FOR DISCUSSION IN THE TAD AND HAD GOOD PROSPECTS, ENTIRELY ON THEIR OWN MERITS, TO BE CONSIDERED PART OF THE "TWO-WAY STREET." AWACS, HOWEVER, HAD TO BE CONSIDERED ON ITS MERITS, BOTH POLITICAL AND MILITARY.

4. COMMENT: ALTHOUGH IT SEEMS MOST OF THE HOSTILE ELEMENTS IN THE MOD HAVE BEEN WON OVER (ONE WAY OR ANOTHER) TO AWACS, WE HAVE PROBABLY REACHED THE POINT WHERE CONTINUING PRESSURE TO SQUEEZE MORE OUT OF ITALY THAN WHAT RUFFINI HAS PAINFULLY AGREED TO, OR TO PUT CONDITIONS ON THAT CONTRIBUTION THAT WOULD CONFUSE OR COMPLICATE RUFFINI'S PRESENTATION TO HIS GOVERNMENT, WOULD LIKELY BE SEVERELY COUNTERPRODUCTIVE. WE ARE CONVINCED THAT THE STRAIGHT ANNUAL SUM OFFERED BY RUFFINI IS ALL THE MOD IS WILLING OR ABLE TO FIGHT FOR AT THIS TIME. MOIZO AND D'AMBROSIO'S MISSION WILL LIKELY ONLY BE USEFUL IF THEY CAN BRING BACK A FULL AND PERSUASIVE PAYMENT RATIONALE THAT RUFFINI CAN EFFECTIVELY SELL TO HIS COLLEAGUES IN THE GOVERNMENT AND TO THE PARLIAMENT.

CONFIDENTIAL

CONFIDENTIAL

PAGE 03 ROME 08142 041622Z

5. WE WOULD HOPE TOO THAT IN DISCUSSIONS WITH MOIZO AND D'AMBROSIO THE ISSUE OF COMPENSATION (PROBABLY A CENTRAL ELEMENT IN THEIR PERCEPTION OF THE REASON FOR THE VISIT) CAN BE PUT INTO PERSPECTIVE. THOUGH MOIZO SAYS WHAT HE HAS IN MIND IS LARGELY COSMETIC, IT SEEMS TO US THAT IT IS PRECISELY THE VISIBILITY OF ANY LINK THAT WOULD HAVE UNFORTUNATE REPERCUSSIONS IN THE U.S. AND ELSEWHERE IN EUROPE. THE ITALIANS, HOWEVER, SEEM TO HAVE PERSISTED IN FOCUSING ON THE QUESTION OF COMPENSATION AS OF PARTICULAR POLITICAL IMPORTANCE WITHIN THE GOI. IT MAY BE ADVISABLE TO TRY TO DEFLECT THE ISSUE RATHER THAN TO REJECT IT OUT OF HAND, REMINDING MOIZO AND D'AMBROSIO OF PROGRAMS IN PROGRESS OR PLANNED THAT CALL FOR TECHNOLOGY TRANSFER, AND THE PROMISE OF THE TAD FROM WHICH IS LIKELY TO EMERGE SOME OPPORTUNITY FOR ITALIAN INDUSTRY. GARDNER

CONFIDENTIAL

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: AWACS, AIR DEFENSE, MILITARY VISITS, NEGOTIATIONS, WARNING SYSTEMS
Control Number: n/a
Copy: SINGLE
Draft Date: 04 may 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 20 Mar 2014
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978ROME08142
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: GS
Errors: N/A
Expiration:
Film Number: D780190-1190
Format: TEL
From: ROME
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780593/aaaadbii.tel
Line Count: 110
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 36e098a4-c288-dd11-92da-001cc4696bcc
Office: ACTION EUR
Original Classification: CONFIDENTIAL
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators: n/a
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 20 may 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2792556
Secure: OPEN
Status: NATIVE
Subject: AWACS
TAGS: MILI, MARR, IT, NATO
To: DOD
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/36e098a4-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014